

Message Text

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TAGS: ETRD, US, CH

SUBJECT: U.S. BUSINESS VISITORS IN JANUARY.

1. SUMMARY AND INTRODUCTION. AS USUAL, U.S. BUSINESS ACTIVITY IN JANUARY GOT OFF TO A SLOW START AFTER THE CHRISTMAS HOLIDAY. TEAMS FROM UNIVERSAL OIL PRODUCTS AND M.W. KELLOGG BOTH TRANSITED PEKING EN ROUTE TO PLANT SITE VISITS IN OTHER PARTS OF CHINA. U.S. IMPORTERS ATTENDED THE FUR PRODUCTS MINI-FAIR IN PEKING (PEKING 109) AND THE FEATHERS AND DOWN MINI-FAIR IN SHANGHAI (PEKING 88). OTHER U.S. FIRMS VISITED PEKING TO EXAMINE CHINESE OFFERINGS OF TEXTILES, FEATHERS, SHOES, AND ARTS AND CRAFTS. END SUMMARY AND INTRODUCTION.

2. UNIVERSAL OIL PRODUCTS. A TEAM OF FIVE TECHNICIANS ARRIVED IN PEKING JANUARY 7 AND LEFT ALMOST IMMEDIATELY FOR NANKING TO DO A SITE SURVEY FOR A DETERGENT ALKYLATION PLANT SOLD BY UOP TO CHINA IN DECEMBER 1975. FIRM REPS TOLD USLO THAT ANOTHER UOP TEAM WOULD VISIT TIENTSIN IN EARLY FEBRUARY FOR A SITE SURVEY ON A PARAXYLENE PLANT WHICH THE FIRM SOLD LAST YEAR (PEKING 1811, 1975).

3. M.W. KELLOGG COMPANY. A PARTY OF 12 KELLOGG ENGINEERS ARRIVED IN PAKING JANUARY 8 TO BEGIN A MONTH-

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LONG TOUR OF ALL KELLOGG SITES IN CHINA. THE TEAM

WILL ATTEMPT TO SOLVE VARIOUS ON-SITE PROBLEMS, PARTICULARLY THOSE RESULTING FROM THE LATE DELIVERY OF EQUIPMENT. ANOTHER KELLOGG DELEGATION HEADED BY SEVERAL VICE-PRESIDENTS, AND POSSIBLY ACCOMPANIED BY A TV CREW, IS SCHEDULED TO ARRIVE IN PEKING IN FEBRUARY. NEW BUSINESS MAY BE DISCUSSED, BUT THE TRIP WILL PROBABLY TAKE PLACE IN CONNECTION WITH THE COMPLETION OF THE FIRST AMMONIA PLANT PROJECT. KELLOGG NOW HAS AGREEMENT IN PRINCIPLE TO EXPAND ITS PEKING OFFICE TO INCLUDE A SECOND HONG KONG CHINESE SECRETARY AND FOUR AMERICAN ENGINEERS. WITH A LARGER STAFF KELLOGG HOPES TO HANDLE A GREATER NUMBER OF PROBLEMS IN PEKING WITHOUT RECOURSE TO HOUSTON.

4. SCHOTT INTERNATIONAL INC. (CHICOT FASHION FABRICS). L.R. SCHOTT, CHAIRMAN OF THIS AKRON, OHIO FIRM, VISITED PEKING FROM JANUARY 19-23 AT THE INVITATION OF THE CHINA NATIONAL TEXTILE IMPORT AND EXPORT CORPORATION (CHINATEX). SCHOTT HAS BEEN A MAJOR IMPORTER OF CHINESE GRIEGE GOODS AND NEGOTIATED FOR MORE ON THIS VISIT. ACCORDING TO SCHOTT, PRC PRICES FOR GRIEGE GOODS HAVE GONE UP 40 PERCENT FROM THOSE OFFERED BY CHINATEX DELEGATION WHICH VISITED THE U.S. IN SPRING 1975. SCHOTT IS REPRESENTED IN CHINA BY JARDINE, MATHESON, AND COAPANY OF HONG KONG, AND A JARDINE REP ACCOMPANIED SCHOTT TO PEKING.

4. NORMAN GOLDSTEIN ASSOCIATED. PRESIDENT NORMAN GOLDSTEIN OF THIS HICKSVILLE, NEW YORK FIRM VISITED PEKING AND DAIREN DURING THE FIRST WEEK OF JANUARY AT THE INVITATION OF THE LIGHT INDUSTRY CORPORATION. AN IMPORTER OF SHEET GLASS FOR CONSTRUCTION, GOLDSTEIN HAS MADE THREE TRIPS TO CHINA AND HAS INCREASED THE VOLUME OF HIS PURCHASES ON EACH VISIT. HE SAID CHINESE GLASS QUALITY HAS IMPROVED AND IS NOW AT AN ACCEPTABLE STANDARD, BUT POOR CHINESE PACKAGING STILL RESULTS IN UNUSUALLY HIGH BREAKAGE. GOLDSTEIN WAS GREETED IN PEKING BY A CHINESE PRICE RISE OF 30 PERCENT, BUT WAS ABLE TO LIMITED OFFICIAL USE

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SETTLE FOR AN INCREASE OF 20 PERCENT. HE THEN LEFT FOR DARIEN TO COMPLETE NEGOTIATIONS WITH THE BRANCH CORPORATION.

6. PEKING COMMODITIES COMPANY -- VERDE SHOES. RON GANNS VISITED PEKING, SHANGHAI, CANTON DURING JANUARY. THIS FIRMS ACTS AS AGENTS IN CHINA FOR VERDE SHOE COMPANY, WHOSE REPRESENTATIVE, A. MICHAEL POLISENO,

WAS KILLED IN THE CRASH OF A CAAC PLANE NEAR CHANGSHA
ON JANUARY 21.

7. M. LEVEE AND DAUGHTERS. MRS. MARGARET LEVEE
AND HER DAUGHTER, MAKING THEIR SECOND TRIP TO CHINA,
VISITED PEKING DURING THE LAST TWO WEEKS OF JANUARY
AND NEGOTIATED ON A WIDE VARIETY OF TEXTILE
PRODUCTS, ARTS AND CRAFTS, AND ANTIQUES.

8. MILBERN FOAM COMPANY. SAM AND PAUL LEHRMAN,
OWNERS OF THIS ST. LOUIS FIRM, VISITED PEKING AFTER
ATTENDING THE SHANGHAI DOWN AND FEATHER MINI-FAIR
JANUARY 7-17 (REFTEL).

9. C.B. RICHARD, ELLIS & COMPANY. A CALL BY USLO
OFFICERS ON CHINATEX DEPUTY GENERAL MANAGER MRS. HAN
FANG-YU RESULTED IN THE SHIPMENT OF TEXTILES SAMPLES
TO MR. MARTIN ABZUG, OFFICER OF THIS FIRM, WHO HAD
VISITED CHINA IN EARLY JANUARY.
THOMAS

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